

Corporate Capability Overview for Pepco Energy Services

Headquartered in Arlington, Virginia, Pepco Energy Services provides comprehensive energy management solutions designed to reduce energy and water related costs for large to mid-sized organizations. We specialize in serving government clients and make extensive use of non-proprietary products to assure the long-term cost-effectiveness and flexibility of each project. For FY02, the company had sales revenue that exceeded \$800 million.

Pepco Energy Services maintains a strong customer focus through offices strategically located in Northern Virginia, Richmond, Tidewater, and Lynchburg. The company is a DOE qualified ESCO and employs over 450 professionals with in-depth expertise in every aspect of supply-side and demand-side energy management. These professionals include Virginia licensed Professional Engineers (PEs) and Certified Energy Managers (CEMs).

Services offered include:

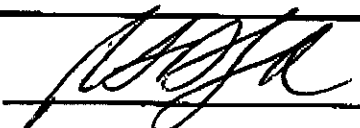
- Energy and water system audits for upgrade project development
- Electrical testing for power quality and reliability assessment
- Engineering for mechanical, electrical, and control system design
- Remote monitoring and call center support
- Project construction management and procurement management
- Project commissioning for all upgraded systems
- Monitoring and verification using DOE approved methods for all system upgrades
- Operations and maintenance for all mechanical, electrical, and control systems
- Training for all mechanical, electrical, and control system upgrades
- Creative project financing tailored to the specific requirements of each client

Pepco Energy Services has implemented major projects in the following areas:

- Mechanical upgrades of HVAC, boilers, chillers, and hot water/chilled water/steam systems
- Electrical upgrades to improve power quality and reliability
- Lighting upgrades of indoor and outdoor systems
- Building control system installation and modification
- Building envelope upgrades of windows, doors, insulation, and roofs
- Water conservation upgrades
- Co-generation for peak shaving or load shedding
- Stand-by power/emergency generation
- Solar photovoltaic systems
- Bio-gas to energy systems

ESCO 1 (7/22/2002)	ENERGY SERVICES COMPANY - (ESCO)																																																																																		
	SYNOPSIS OF OFFICE RESPONSIBLE FOR CONTRACT																																																																																		
Submitted By (Firm Name): Pepco Energy Services, Inc.																																																																																			
Submittal For (Project Title): RFP No. SRM-2002-104 / Services for Energy Performance Contracting																																																																																			
1) FIRM NAME AND ADDRESS: (office where work will be done) Pepco Energy Services, Inc. Performance Management Group 1300 N. 17th Street, Suite 1600 Arlington, VA 22209 TELEPHONE: 703-253-1800 FAX: 703-253-1798 FEIN / SSN: 52-1927068		2) YEARS IN BUSINESS a) Under Present name: 7 years b) List other names and years																																																																																	
3) NAMES OF PARENT COMPANIES: (if any) Pepco Holdings, Inc. TELEPHONE: FAX:		4) SPECIFY TYPE OF OWNERSHIP: <table style="width: 100%; border: none;"> <tr> <td style="width: 50%; vertical-align: top;"> <input type="checkbox"/> Sole Proprietor <input type="checkbox"/> Partnership <input type="checkbox"/> Professional Corp. <input checked="" type="checkbox"/> Corporation <input type="checkbox"/> Virginia Certificate of Authority </td> <td style="width: 50%; vertical-align: top;"> <input type="checkbox"/> MBE <input type="checkbox"/> SBE <input type="checkbox"/> WBE </td> </tr> </table> Dated: _____		<input type="checkbox"/> Sole Proprietor <input type="checkbox"/> Partnership <input type="checkbox"/> Professional Corp. <input checked="" type="checkbox"/> Corporation <input type="checkbox"/> Virginia Certificate of Authority	<input type="checkbox"/> MBE <input type="checkbox"/> SBE <input type="checkbox"/> WBE																																																																														
<input type="checkbox"/> Sole Proprietor <input type="checkbox"/> Partnership <input type="checkbox"/> Professional Corp. <input checked="" type="checkbox"/> Corporation <input type="checkbox"/> Virginia Certificate of Authority	<input type="checkbox"/> MBE <input type="checkbox"/> SBE <input type="checkbox"/> WBE																																																																																		
5) NAMES OF NOT MORE THAN TWO PRINCIPALS TO CONTACT: (Title, e-mail, and Phone Number) David Weiss, Group President, dweiss@pepcoenergy.com, 703-253-1800 Robert Hapip, Vice President Sales, rhapip@pepcoenergy.com, 703-253-1800																																																																																			
6) PROPOSED CONSULTANTS OR OTHER OFFICES PROVIDING SERVICES: <table style="width: 100%; border: none;"> <thead> <tr> <th style="text-align: left;"><u>FIRM NAME</u></th> <th style="text-align: left;"><u>FUNCTION / RESPONSIBILITY</u></th> <th style="text-align: left;"><u>WORKED WITH PRIME BEFORE?</u></th> </tr> </thead> <tbody> <tr> <td>RMF Engineering</td> <td>Civil, MEP Engineering</td> <td>Yes</td> </tr> </tbody> </table>			<u>FIRM NAME</u>	<u>FUNCTION / RESPONSIBILITY</u>	<u>WORKED WITH PRIME BEFORE?</u>	RMF Engineering	Civil, MEP Engineering	Yes																																																																											
<u>FIRM NAME</u>	<u>FUNCTION / RESPONSIBILITY</u>	<u>WORKED WITH PRIME BEFORE?</u>																																																																																	
RMF Engineering	Civil, MEP Engineering	Yes																																																																																	
(Attach Firm Data Form ESCO-2 for each consultant or other office)																																																																																			
7) NUMBER OF PERSONNEL IN FIRM AT (1) ABOVE BY RESPONSIBILITY (List each person only once) <table style="width: 100%; border: none;"> <thead> <tr> <th></th> <th style="text-align: center;"><u>Licensed</u></th> <th style="text-align: center;"><u>Unlicensed</u></th> <th style="text-align: center;"><u>Company Total</u></th> <th style="text-align: center;"><u>Assigned to Project</u></th> </tr> </thead> <tbody> <tr> <td>Project Managers</td> <td style="text-align: center;">2</td> <td style="text-align: center;">11</td> <td style="text-align: center;">13</td> <td style="text-align: center;">2</td> </tr> <tr> <td>Energy Specialists</td> <td></td> <td style="text-align: center;">4</td> <td style="text-align: center;">4</td> <td style="text-align: center;">1</td> </tr> <tr> <td>Estimators</td> <td></td> <td style="text-align: center;">1 *</td> <td style="text-align: center;">1</td> <td></td> </tr> <tr> <td>Schedulers</td> <td></td> <td style="text-align: center;">1</td> <td style="text-align: center;">1</td> <td></td> </tr> <tr> <td>Safety Officers</td> <td></td> <td style="text-align: center;">1</td> <td style="text-align: center;">1</td> <td></td> </tr> <tr> <td>Procurement</td> <td></td> <td style="text-align: center;">1</td> <td></td> <td></td> </tr> <tr> <td>Accountants</td> <td style="text-align: center;">1</td> <td style="text-align: center;">2</td> <td style="text-align: center;">3</td> <td style="text-align: center;">1</td> </tr> <tr> <td>Clerical Staff</td> <td></td> <td style="text-align: center;">6</td> <td style="text-align: center;">6</td> <td style="text-align: center;">1</td> </tr> <tr> <td>Inspectors</td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>Haz Mat Specialists</td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>Engineers</td> <td style="text-align: center;">5</td> <td style="text-align: center;">3</td> <td style="text-align: center;">8</td> <td style="text-align: center;">8 (available for project)</td> </tr> <tr> <td>Architects</td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>CADD Operators</td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>Specifications</td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>TOTALS</td> <td style="text-align: center; border-top: 1px solid black;">8</td> <td style="text-align: center; border-top: 1px solid black;">30</td> <td style="text-align: center; border-top: 1px solid black;">36</td> <td style="text-align: center; border-top: 1px solid black;">14</td> </tr> </tbody> </table>					<u>Licensed</u>	<u>Unlicensed</u>	<u>Company Total</u>	<u>Assigned to Project</u>	Project Managers	2	11	13	2	Energy Specialists		4	4	1	Estimators		1 *	1		Schedulers		1	1		Safety Officers		1	1		Procurement		1			Accountants	1	2	3	1	Clerical Staff		6	6	1	Inspectors					Haz Mat Specialists					Engineers	5	3	8	8 (available for project)	Architects					CADD Operators					Specifications					TOTALS	8	30	36	14
	<u>Licensed</u>	<u>Unlicensed</u>	<u>Company Total</u>	<u>Assigned to Project</u>																																																																															
Project Managers	2	11	13	2																																																																															
Energy Specialists		4	4	1																																																																															
Estimators		1 *	1																																																																																
Schedulers		1	1																																																																																
Safety Officers		1	1																																																																																
Procurement		1																																																																																	
Accountants	1	2	3	1																																																																															
Clerical Staff		6	6	1																																																																															
Inspectors																																																																																			
Haz Mat Specialists																																																																																			
Engineers	5	3	8	8 (available for project)																																																																															
Architects																																																																																			
CADD Operators																																																																																			
Specifications																																																																																			
TOTALS	8	30	36	14																																																																															
* certified																																																																																			

ESCO 1 (7/22/2002)	ENERGY SERVICES COMPANY - (ESCO)																																																																																			
	SYNOPSIS OF OFFICE RESPONSIBLE FOR CONTRACT																																																																																			
Submitted By (Firm Name): Pepco Energy Services, Inc.																																																																																				
Submittal For (Project Title): RFP No. SRM-2002-104 / Services for Energy Performance Contracting																																																																																				
1) FIRM NAME AND ADDRESS: (office where work will be done) Pepco Energy Services, Inc. Performance Management Group 1300 N. 17th Street, Suite 1600 Arlington, VA 22209 TELEPHONE: 703-253-1800 FAX: 703-253-1798 FEIN / SSN: 52-1927068		2) YEARS IN BUSINESS a) Under Present name: 7 years b) List other names and years																																																																																		
3) NAMES OF PARENT COMPANIES: (if any) Pepco Holdings, Inc. TELEPHONE: FAX:		4) SPECIFY TYPE OF OWNERSHIP: <table style="width: 100%; border: none;"> <tr> <td style="width: 50%; vertical-align: top;"> <input type="checkbox"/> Sole Proprietor <input type="checkbox"/> Partnership <input type="checkbox"/> Professional Corp. <input checked="" type="checkbox"/> Corporation <input type="checkbox"/> Virginia Certificate of Authority </td> <td style="width: 50%; vertical-align: top;"> <input type="checkbox"/> MBE <input type="checkbox"/> SBE <input type="checkbox"/> WBE </td> </tr> </table> Dated: _____			<input type="checkbox"/> Sole Proprietor <input type="checkbox"/> Partnership <input type="checkbox"/> Professional Corp. <input checked="" type="checkbox"/> Corporation <input type="checkbox"/> Virginia Certificate of Authority	<input type="checkbox"/> MBE <input type="checkbox"/> SBE <input type="checkbox"/> WBE																																																																														
<input type="checkbox"/> Sole Proprietor <input type="checkbox"/> Partnership <input type="checkbox"/> Professional Corp. <input checked="" type="checkbox"/> Corporation <input type="checkbox"/> Virginia Certificate of Authority	<input type="checkbox"/> MBE <input type="checkbox"/> SBE <input type="checkbox"/> WBE																																																																																			
5) NAMES OF NOT MORE THAN TWO PRINCIPALS TO CONTACT: (Title, e-mail, and Phone Number) David Weiss, Group President, dweiss@pepcoenergy.com, 703-253-1800 Robert Hapip, Vice President Sales, rhapip@pepcoenergy.com, 703-253-1800																																																																																				
6) PROPOSED CONSULTANTS OR OTHER OFFICES PROVIDING SERVICES: <table style="width: 100%; border: none;"> <thead> <tr> <th style="text-align: left;"><u>FIRM NAME</u></th> <th style="text-align: left;"><u>FUNCTION / RESPONSIBILITY</u></th> <th style="text-align: left;"><u>WORKED WITH PRIME BEFORE?</u></th> </tr> </thead> <tbody> <tr> <td>RMF Engineering</td> <td>Civil, MEP Engineering</td> <td>Yes</td> </tr> </tbody> </table> <p>(Attach Firm Data Form ESCO-2 for each consultant or other office)</p>					<u>FIRM NAME</u>	<u>FUNCTION / RESPONSIBILITY</u>	<u>WORKED WITH PRIME BEFORE?</u>	RMF Engineering	Civil, MEP Engineering	Yes																																																																										
<u>FIRM NAME</u>	<u>FUNCTION / RESPONSIBILITY</u>	<u>WORKED WITH PRIME BEFORE?</u>																																																																																		
RMF Engineering	Civil, MEP Engineering	Yes																																																																																		
7) NUMBER OF PERSONNEL IN FIRM AT (1) ABOVE BY RESPONSIBILITY (List each person only once) <table style="width: 100%; border: none;"> <thead> <tr> <th></th> <th style="text-align: center;"><u>Licensed</u></th> <th style="text-align: center;"><u>Unlicensed</u></th> <th style="text-align: center;"><u>Company Total</u></th> <th style="text-align: center;"><u>Assigned to Project</u></th> </tr> </thead> <tbody> <tr> <td>Project Managers</td> <td style="text-align: center;">2</td> <td style="text-align: center;">11</td> <td style="text-align: center;">13</td> <td style="text-align: center;">2</td> </tr> <tr> <td>Energy Specialists</td> <td></td> <td style="text-align: center;">4</td> <td style="text-align: center;">4</td> <td style="text-align: center;">1</td> </tr> <tr> <td>Estimators</td> <td></td> <td style="text-align: center;">1 *</td> <td style="text-align: center;">1</td> <td></td> </tr> <tr> <td>Schedulers</td> <td></td> <td style="text-align: center;">1</td> <td></td> <td></td> </tr> <tr> <td>Safety Officers</td> <td></td> <td style="text-align: center;">1</td> <td style="text-align: center;">1</td> <td></td> </tr> <tr> <td>Procurement</td> <td></td> <td style="text-align: center;">1</td> <td></td> <td></td> </tr> <tr> <td>Accountants</td> <td style="text-align: center;">1</td> <td style="text-align: center;">2</td> <td style="text-align: center;">3</td> <td style="text-align: center;">1</td> </tr> <tr> <td>Clerical Staff</td> <td></td> <td style="text-align: center;">6</td> <td style="text-align: center;">6</td> <td style="text-align: center;">1</td> </tr> <tr> <td>Inspectors</td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>Haz Mat Specialists</td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>Engineers</td> <td style="text-align: center;">5</td> <td style="text-align: center;">3</td> <td style="text-align: center;">8</td> <td style="text-align: center;">8 (available for project)</td> </tr> <tr> <td>Architects</td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>CADD Operators</td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>Specifications</td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>TOTALS</td> <td style="text-align: center; border-top: 1px solid black;">8</td> <td style="text-align: center; border-top: 1px solid black;">30</td> <td style="text-align: center; border-top: 1px solid black;">36</td> <td style="text-align: center; border-top: 1px solid black;">14</td> </tr> </tbody> </table>						<u>Licensed</u>	<u>Unlicensed</u>	<u>Company Total</u>	<u>Assigned to Project</u>	Project Managers	2	11	13	2	Energy Specialists		4	4	1	Estimators		1 *	1		Schedulers		1			Safety Officers		1	1		Procurement		1			Accountants	1	2	3	1	Clerical Staff		6	6	1	Inspectors					Haz Mat Specialists					Engineers	5	3	8	8 (available for project)	Architects					CADD Operators					Specifications					TOTALS	8	30	36	14
	<u>Licensed</u>	<u>Unlicensed</u>	<u>Company Total</u>	<u>Assigned to Project</u>																																																																																
Project Managers	2	11	13	2																																																																																
Energy Specialists		4	4	1																																																																																
Estimators		1 *	1																																																																																	
Schedulers		1																																																																																		
Safety Officers		1	1																																																																																	
Procurement		1																																																																																		
Accountants	1	2	3	1																																																																																
Clerical Staff		6	6	1																																																																																
Inspectors																																																																																				
Haz Mat Specialists																																																																																				
Engineers	5	3	8	8 (available for project)																																																																																
Architects																																																																																				
CADD Operators																																																																																				
Specifications																																																																																				
TOTALS	8	30	36	14																																																																																
* certified																																																																																				

ESCO 2 (7/22/2002)	ENERGY SERVICES COMPANY - (ESCO) CONSULTANT / OTHER OFFICE																																																																																											
Submitted By (Firm Name): RMF Engineering, Inc.																																																																																												
Submittal For (Project Title):																																																																																												
1) CONSULTANT AND ADDRESS (where work will be done) RMF Engineering, Inc. 190 West Ostend Street Baltimore, Maryland 21230 TELEPHONE: 1-800-938-5760 FAX: 410-385-0327 FEIN / SSN: 52-1279953	2) YEARS IN BUSINESS a) Under Present Name: 6 years b) List other names and years: Ross Murphy Finkelstein, Inc. 13 years																																																																																											
3) NAME OF PARENT COMPANY (if any) or MAIN OFFICE: RMF Engineering, Inc. 190 West Ostend Street Baltimore, Maryland 21230 TELEPHONE: 1-800-938-5760 FAX: 410-385-0327	4) SPECIFY TYPE OF OWNERSHIP <table style="width:100%; border: none;"> <tr> <td style="width:30%;"><input type="checkbox"/> Sole Proprietor</td> <td style="width:30%;"><input type="checkbox"/> MBE</td> </tr> <tr> <td><input type="checkbox"/> Partnership</td> <td><input type="checkbox"/> SBE</td> </tr> <tr> <td><input checked="" type="checkbox"/> Professional Corp.</td> <td><input type="checkbox"/> WBE</td> </tr> <tr> <td><input type="checkbox"/> Corporation</td> <td></td> </tr> </table> Firm's APELSLA License #		<input type="checkbox"/> Sole Proprietor	<input type="checkbox"/> MBE	<input type="checkbox"/> Partnership	<input type="checkbox"/> SBE	<input checked="" type="checkbox"/> Professional Corp.	<input type="checkbox"/> WBE	<input type="checkbox"/> Corporation																																																																																			
<input type="checkbox"/> Sole Proprietor	<input type="checkbox"/> MBE																																																																																											
<input type="checkbox"/> Partnership	<input type="checkbox"/> SBE																																																																																											
<input checked="" type="checkbox"/> Professional Corp.	<input type="checkbox"/> WBE																																																																																											
<input type="checkbox"/> Corporation																																																																																												
5) NAMES OF NOT MORE THAN TWO PRINCIPALS TO CONTACT: (Title and Phone Number) <table style="width:100%; border: none;"> <tr> <th style="text-align: left; width: 40%;">Name</th> <th style="text-align: left; width: 30%;">Title</th> <th style="text-align: left; width: 30%;">Phone Number</th> </tr> <tr> <td>Kenneth E. Pitz, P.E.</td> <td>Vice President</td> <td>1-800-938-5760</td> </tr> <tr> <td>Robert D. Smith, P.E.</td> <td>Vice President</td> <td>1-800-938-5760</td> </tr> </table>			Name	Title	Phone Number	Kenneth E. Pitz, P.E.	Vice President	1-800-938-5760	Robert D. Smith, P.E.	Vice President	1-800-938-5760																																																																																	
Name	Title	Phone Number																																																																																										
Kenneth E. Pitz, P.E.	Vice President	1-800-938-5760																																																																																										
Robert D. Smith, P.E.	Vice President	1-800-938-5760																																																																																										
6) NUMBER OF PERSONNEL IN FIRM AT (1) ABOVE BY DISCIPLINE: (List each person only once) <table style="width:100%; border: none;"> <thead> <tr> <th></th> <th style="text-align: center;"><u>Licensed</u></th> <th style="text-align: center;"><u>Unlicensed</u></th> <th style="text-align: center;"><u>Company Total</u></th> <th style="text-align: center;"><u>Assigned to Project</u></th> </tr> </thead> <tbody> <tr><td>Project Managers</td><td style="text-align: center;">8</td><td style="text-align: center;">3</td><td></td><td></td></tr> <tr><td>Architects</td><td style="text-align: center;">1</td><td></td><td style="text-align: center;">1</td><td></td></tr> <tr><td>Civil Engineers</td><td style="text-align: center;">3</td><td style="text-align: center;">6</td><td style="text-align: center;">10</td><td></td></tr> <tr><td>Structural Engineers</td><td style="text-align: center;">2</td><td style="text-align: center;">1</td><td style="text-align: center;">3</td><td></td></tr> <tr><td>Mechanical Engineers</td><td style="text-align: center;">20</td><td style="text-align: center;">30</td><td style="text-align: center;">48</td><td></td></tr> <tr><td>Electrical Engineers</td><td style="text-align: center;">7</td><td style="text-align: center;">13</td><td style="text-align: center;">19</td><td></td></tr> <tr><td>Soils Engineers</td><td style="text-align: center;">2</td><td></td><td></td><td></td></tr> <tr><td>Plumbing Engineers</td><td></td><td></td><td style="text-align: center;">1</td><td></td></tr> <tr><td>Junior Engineers/ Designers</td><td></td><td></td><td style="text-align: center;">32</td><td></td></tr> <tr><td>Chemical Engineers</td><td></td><td></td><td style="text-align: center;">1</td><td></td></tr> <tr><td>Surveyors</td><td></td><td></td><td></td><td></td></tr> <tr><td>Construction Admin. / Insp.</td><td style="text-align: center;">2</td><td style="text-align: center;">2</td><td style="text-align: center;">7</td><td></td></tr> <tr><td>CADD Operators</td><td></td><td></td><td style="text-align: center;">39</td><td></td></tr> <tr><td>Specifications</td><td></td><td></td><td></td><td></td></tr> <tr><td>Administrative</td><td></td><td style="text-align: center;">25</td><td style="text-align: center;">26</td><td></td></tr> <tr><td>Consultant</td><td></td><td></td><td></td><td></td></tr> <tr><td>TOTALS</td><td style="text-align: center;">45</td><td style="text-align: center;">80</td><td style="text-align: center;">187</td><td></td></tr> </tbody> </table>				<u>Licensed</u>	<u>Unlicensed</u>	<u>Company Total</u>	<u>Assigned to Project</u>	Project Managers	8	3			Architects	1		1		Civil Engineers	3	6	10		Structural Engineers	2	1	3		Mechanical Engineers	20	30	48		Electrical Engineers	7	13	19		Soils Engineers	2				Plumbing Engineers			1		Junior Engineers/ Designers			32		Chemical Engineers			1		Surveyors					Construction Admin. / Insp.	2	2	7		CADD Operators			39		Specifications					Administrative		25	26		Consultant					TOTALS	45	80	187	
	<u>Licensed</u>	<u>Unlicensed</u>	<u>Company Total</u>	<u>Assigned to Project</u>																																																																																								
Project Managers	8	3																																																																																										
Architects	1		1																																																																																									
Civil Engineers	3	6	10																																																																																									
Structural Engineers	2	1	3																																																																																									
Mechanical Engineers	20	30	48																																																																																									
Electrical Engineers	7	13	19																																																																																									
Soils Engineers	2																																																																																											
Plumbing Engineers			1																																																																																									
Junior Engineers/ Designers			32																																																																																									
Chemical Engineers			1																																																																																									
Surveyors																																																																																												
Construction Admin. / Insp.	2	2	7																																																																																									
CADD Operators			39																																																																																									
Specifications																																																																																												
Administrative		25	26																																																																																									
Consultant																																																																																												
TOTALS	45	80	187																																																																																									
7) FUNCTIONS OR SERVICES TO BE PROVIDED: Mechanical, Electrical, Civil, Structural Engineering, and Architecture																																																																																												
8) HAS SOMEONE IN FIRM ATTENDED THE BCOM CONSTRUCTION & PROFESSIONAL SERVICES MANUAL SEMINAR? <u>X</u> <u>Y</u> <u>N</u> NAME(S): Paul S. Markle																																																																																												
9) ON HOW MANY PROJECTS HAS THE CONSULTANT WORKED WITH THE PROPOSER IN THE LAST FIVE YEARS? 25																																																																																												
10) LIMITS OF PROFESSIONAL LIABILITY INSURANCE AND DEDUCTIBLE: \$2,000,000 in liability with a \$150,000 deductible																																																																																												
The foregoing is a statement of fact. Typed name: <u>Robert D. Smith, P.E.</u> Signature: <u></u> Title: <u>Vice President</u> Date: <u>December 16, 2002</u>																																																																																												

State of Virginia Projects

Addition of 700 Ton Chiller to Newcomb Hall
University of Virginia

Gas Pipeline System Study Phase I
University of Virginia

Gas Pipeline System Study Phase I
University of Virginia

Neurosciences Building Feasibility Study
University of Virginia

Campus Utility Master Plan - Chilled Water/Steam/Medium Temperature Hot Water/Electric/Storm Water/Natural Gas
University of Virginia

Five-Year Term Contract
University of Virginia

Multistory Hospital to 15th Street Steam Tunnel and Stormwater Improvements (Big Bore)
University of Virginia

Access Road Property Line Fence
University of Virginia

Access Road Property Line Fence
University of Virginia

Replace Boiler #1 Study
University of Virginia

Old Medical School Vivarium Improvements
University of Virginia

McCormick Road Chilled Water Distribution Options
University of Virginia

Brian Hall Addition
University of Virginia

Neurosurgery Renovation/Private Clinics
University of Virginia

Big Bore Drainage Design
University of Virginia

Low Delta T Study
University of Virginia

Hospital Drive - Roadway, Sidewalk, and Pond Replacement
University of Virginia

Aquatic & Fitness Center Chiller Plant
University of Virginia

East Precinct Hydraulic Model Update
University of Virginia

Campus Electrical Distribution Master Plan (34.5kV/13kV)
University of Virginia

Davis Farm Vivarium Facility
University of Virginia

Closed Cooling Loop System
University of Virginia

Studio Arts Building - Chiller Plant Design
University of Virginia

Hospital Addition Design & C/A
University of Virginia

Extend Chilled Water Lines to Medical School
University of Virginia

New East Precinct Chiller Plant and Thermal Storage System
University of Virginia

Fontaine - Value Engineering Revisions
University of Virginia Foundation

Emergency Power Revisions
University of Virginia Foundation

Setagon - Fitout at Emerging Technology Center
University of Virginia Foundation

North Fork / Tenant (Spinner Lab)
University of Virginia Foundation

Medical Research Center - Fontaine Research Park
University of Virginia Foundation

The Emerging Technology Center at North Fork
University of Virginia Foundation

North Fork Second Floor Mail Room
University of Virginia Foundation

A/E Services for Utilities Project - Design Coal Fired Stoker Boiler Plant
Virginia Polytechnic Institute and State University

Bioinformatics Building - Phase II
Virginia Polytechnic Institute and State University

Bioinformatics Building - Phase 1
Virginia Polytechnic Institute and State University

Tunnel Extension for Academic IV Building
George Mason University

Replace Chillers 1 and 2
George Mason University

Analysis and Upgrade of HVAC Systems - Johnson Center
George Mason University

Review of Change Order for Housing V Tunnel
George Mason University

Alternate Fuel System (not the project)
George Mason University

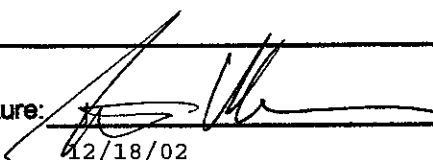
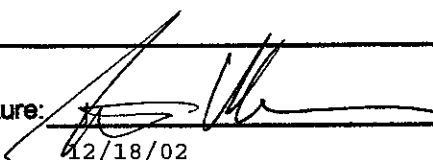
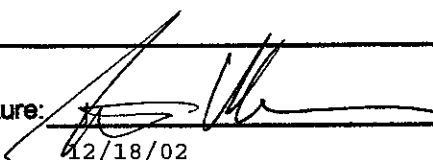
Alternate Fuel Oil Storage Facility
George Mason University

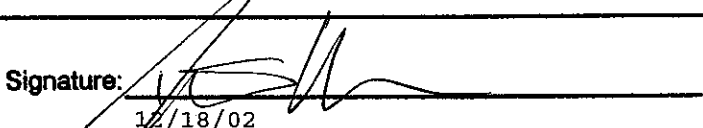
Chilled Water and High Temperature Hot Water Master Plan
George Mason University

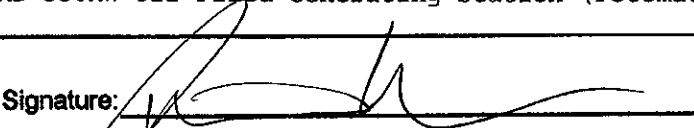
Seawater Research Lab
Virginia Institute of Marine Science


Central Utility Plant - New Academic Campus
The College of William & Mary

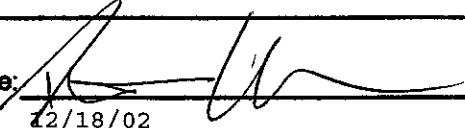
Boiler Plant Evaluation and Overhaul Design
Mary Washington College

ESCO 3 (7/22/2002)	ENERGY SERVICES COMPANY - (ESCO) PROJECT STAFFING ORGANIZATION				
Submitted By (Firm Name): Pepco Energy Services, Inc.					
Submittal For (Project Title): RFP No. SRM-2002-104 / Services for Energy Performance Contracting					
1) KEY PERSONNEL DESIGNATED FOR THIS PROJECT: (include Form ESCO 4 for Each)					
<u>Function</u>	<u>Name</u>	<u>Company Title</u>			
Project Manager	John Fratangelo	Senior Project Manager			
Assistant Project Manager	Jim Muncy	Assistant Project Manager			
Project Superintendent	(responsibility of assistant project manager)				
Quality Controller	(responsibility shared by senior and assistant project managers)				
Cost Estimator	Tom Lang	Cost Estimator			
Scheduler	(responsibility of assistant project manager)				
Other	Howard Curtis	Senior Account Executive			
2) DESCRIBE AVAILABILITY OF STAFF (AND CONSULTANTS) TO WORK ON THIS CONTRACT Please refer to ESCO FORM 1 and/or Narrative Tab - Vendor Qualifications, Staff Qualifications					
3) DESCRIBE PROJECT METHODOLOGY. I.E. HOW WILL THE WORK FUNCTIONS, RESPONSIBILITIES AND COORDINATION BE PERFORMED. Please see ESCO FORM 6					
4) DESCRIBE THE METHOD OF QUALITY ASSURANCE YOU WILL USE FOR THE WORK REQUIRED BY THE CM FOR THIS CONTRACT; Please see ESCO FORM 6					
The foregoing is a statement of fact. <table style="width: 100%;"> <tr> <td style="width: 35%;"> Typed name and title: David Weiss Group President </td> <td style="width: 35%;"> Signature:  </td> <td style="width: 30%;"> Date: 12/18/02 </td> </tr> </table>			Typed name and title: David Weiss Group President	Signature: 	Date: 12/18/02
Typed name and title: David Weiss Group President	Signature: 	Date: 12/18/02			

ESCO 4 (7/22/2002)	ENERGY SERVICES COMPANY - (ESCO) PERSONNEL QUALIFICATIONS	
Submitted By (Firm Name): Pepco Energy Services, Inc.		
Submittal For (Project Title): RFP No. SRM-2002-104 / Services for Energy Performance Contracting		
BRIEF RESUME OF KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.		
1) NAME AND TITLE: John Fratangelo - Senior Construction Manger TYPICAL DUTY OR ASSIGNMENT: Senior Project Manager		
2) ASSIGNMENT FOR THIS PROJECT: Senior Project Manager, Quality Controller		
PRECENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: <u>20-60%</u> depending on size of the project <u>PERCENT</u>		
3) EMPLOYEE OF: Pepco Energy Services, Inc.		
4) YEARS OF EXPERIENCE: <u>21</u> TOTAL EXPERIENCE <u>5</u> WITH THIS FIRM		
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: BSME University of Maryland, Licensced Professional Engineer in Maryland		
6) ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # _____		
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT Mr. Fratangelo has 21 years experience in negotiation, administration, and claims management of prime and subcontracts. As Senior Project Manager, John served as the project manager for the privatization of the University of Maryland steam, chilled water, and electrical distribution systems, and managed the construction of an 1800 Ton Chilled Water Plant at White Flint Mall. Prior to his work at PES, John was a Regional Sales Manager for NGK-Locke, Inc., where he was responsible for sales of electrical products and customer relations to electric utilities in 26 Northeastern and Midwestern states. John also served as a Project Manager at the University of Maryland at College Park, where he managed multiple utility infrastructure and fast track facilities projects and was responsible for a budget of \$25,000,000. Prior to his work at the University. John was a Project & Construction Manager for Pepco where he managed the construction of six gas turbines and capital maintenance projects at large fossil-fueled generating stations. In addition, Mr. Fratangelo had seven years experience as a Superintendent with Pepco.		
The foregoing is a statement of fact. Typed name and title: David Weiss Group President Signature:  Date: 12/18/02		

ESCO 4 (7/22/2002)	ENERGY SERVICES COMPANY - (ESCO)	
PERSONNEL QUALIFICATIONS		
Submitted By (Firm Name): Pepco Energy Services, Inc.		
Submittal For (Project Title): RFP No. SRM-2002-104 / Services for Energy Performance Contracting		
BRIEF RESUME OF KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.		
1) NAME AND TITLE: Jim Muncy - Project Manager TYPICAL DUTY OR ASSIGNMENT: Project Manager		
2) ASSIGNMENT FOR THIS PROJECT: Assistant Project Manger		
PERCENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: 40-100% depending on the size of the project PERCENT		
3) EMPLOYEE OF: Pepco Energy Services, Inc.		
4) YEARS OF EXPERIENCE: 30 TOTAL EXPERIENCE 16 WITH THIS FIRM		
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: University of Maryland		
6) ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # _____		
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT As Project Manager at PES, Jim's responsibilities include acting as an onsite project manager at the Federal Office Building 10B (Chiller Replacement/Upgrade Project). Prior to his experience at PES, Jim served in numerous capacities at Pepco. As the General Supervisor for Maintenance and Planning, he was responsible for generation overhaul planning, the development of the O&M budget, and providing leadership, coordination, training, construction/contractor administration and direction for the construction management team at the Morgantown Generating Station. Among his recently completed projects is the Clean Air Act Electrical Installation (\$7M), Coal Pile Relining (\$3.5M), and Bottom Ash Drag Chain (\$6M). Prior to his experience at Pepco, Jim served in various capacities for Benjamin F. Shaw Company. The projects consisted of critical and process piping installation for the Valmy, Nevada 250MW Coal Fired Generating Station (Sierra Pacific Power), the Louisa, Iowa 500MW Coal Fired Generating Station (Iowa Gas-Electric Power) and the Chalk Point, MD 550MW Oil Fired Generating Station (Potomac Electric Power).		
The foregoing is a statement of fact. Typed name and title: David Weiss Group President Signature:  Date: 12/18/02		

ESCO 4 (7/22/2002)	ENERGY SERVICES COMPANY - (ESCO) PERSONNEL QUALIFICATIONS	
Submitted By (Firm Name): Pepco Energy Services, Inc.		
Submittal For (Project Title): RFP No. SRM-2002-104 / Services for Energy Performance Contracting		
BRIEF RESUME OF KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.		
1) NAME AND TITLE: Tom Lang - Cost Estimator TYPICAL DUTY OR ASSIGNMENT: Costing of Energy Conservation Measures		
2) ASSIGNMENT FOR THIS PROJECT: Cost Estimator PERCENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: <u>10-40%</u> PERCENT		
3) EMPLOYEE OF: Pepco Energy Services, Inc.		
4) YEARS OF EXPERIENCE: <u>25</u> TOTAL EXPERIENCE <u>3</u> WITH THIS FIRM		
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: Virginia Tech. / B.S. Civil Engineering / Environmental		
6) ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # _____		
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT American Society of Professional Estimators Certified Professional Estimator No. 1.1 - 00178-0598		
The foregoing is a statement of fact. Typed name and title: David Weiss Group President Signature:  Date: <u>12/18/02</u>		

ESCO 4 (7/22/2002)	ENERGY SERVICES COMPANY - (ESCO) PERSONNEL QUALIFICATIONS	
Submitted By (Firm Name): Pepco Energy Services, Inc.		
Submittal For (Project Title): RFP No. SRM-2002-104 / Services for Energy Performance Contracting		
BRIEF RESUME OF KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.		
1) NAME AND TITLE: Howard Curtis - Account Executive TYPICAL DUTY OR ASSIGNMENT: Account Executive		
2) ASSIGNMENT FOR THIS PROJECT: Manage PES Operations (Construction & Maintenance) to Commonwealth's Expectations PERCENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: 20% PERCENT		
3) EMPLOYEE OF: Pepco Energy Services, Inc.		
4) YEARS OF EXPERIENCE: 7 TOTAL EXPERIENCE 2 WITH THIS FIRM		
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: Clemson University BSME, Marymount University MBA		
6) ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # _____		
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT Howard is the Account Manager for customer. Howard is responsible for managing the customers' account and exceeding expectations. He is experienced establishing partnerships with our customers by aligning the PES project team with our customer's account team, and providing clear mutual expectations. Mr. Curtis consultative focus on our Customers' business, results in Pepco Energy Services' solutions successfully impacting our Customer's business initiatives. Prior to joining Pepco Energy Services, Mr. Curtis held various Account Management/Business Development positions with Johnson Controls Incorporated. During his career, Mr. Curtis has developed over \$4M in energy related goods and services. Mr. Curtis holds a B.S. in Mechanical Engineering from Clemson University, and an MBA in Marketing from Marymount University.		
The foregoing is a statement of fact. Typed name and title: David Weiss Group President Signature:  Date: 7/2/18/02		